

PROFESSIONAL PROFILE

JAMES A. GAVIN

Managing Director
San Francisco, California

T 415.268.5350

F 415.268.5351

James_gavin@sandp.com

PROFESSIONAL EXPERIENCE

James Gavin is a Managing Director in the San Francisco office of Standard & Poor's Corporate Value Consulting and is part of the Real Estate Consulting and Valuation Practice. Mr. Gavin is primarily focused on real estate consulting and valuation for institutional owners/operators of real estate. Although housed in the Bay Area, he has worked throughout the US along with completing international valuation and lease review projects in Europe, Asia and South America.

EXPERIENCE

Mr. Gavin has 22 years of experience in the real estate industry and has conducted and supervised appraisals for purposes of purchase price allocation, estate planning, construction and refinance lending, and foreclosure proceedings. He has also had significant involvement on due diligence assignments relative to bank and savings and loan acquisitions. Mr. Gavin has significant experience in managing and executing portfolio valuation engagements. Major clients that he has served include McMorgan & Company, Government of Singapore Investment Corporation (GSIC), AMB Investments, DivcoWest, Estate of James Campbell, Pacific Eagle Holdings and CalPERS. Key projects involving the retail industry, managed by Mr. Gavin include McMorgan & Company, AMB Investments, Catellus, DivcoWest, Hermes, Lurie Company and McFarlane Partners.

Mr. Gavin has also managed major real estate valuation/disposition projects for Bank of America's purchase of Security Pacific Bank and Wells Fargo Bank's acquisition of First Interstate Bank. Mr. Gavin is a former principal at Arthur Andersen, LLP.

AFFILIATIONS

- Appraisal Institute (MAI), Member
- Experience Committee at the Appraisal Institute, former Chairman of Northern California Chapter
- Counselors of Real Estate (CRE), Member

EDUCATION

Mr. Gavin holds a bachelor's degree in business administration from the University of Wisconsin, Madison, where he focused on Real Estate and Urban Economics. He has attended several advanced level courses in statistics and accounting in the Masters Business Program at Santa Clara University.

PROFESSIONAL PROFILE

SCOTT L. REED

Manager
San Francisco, California

T 415.268.5354

F 415.268.5351

Scott_reed@standardandpoors.com

Scott Reed is a Manager in the San Francisco, CA office of Standard & Poor's Corporate Value Consulting in the Real Estate Consulting and Valuation Practice. He has a wide range of real estate experience, from consulting projects to valuation assignments.

EXPERIENCE

As a key member of CVC's consulting team, Mr. Reed's experience includes quality assurance checks on lease portfolios, market research, development and implementation of business and operating plans for individual properties, portfolio software selection, development income modelling and corporate real estate strategic planning. Notable clients served include the U.S. Navy, GSA Public Building Service, Unisys Corporation, AMB Industrial REIT, BHP Limited, Intuit Incorporated and the Lucile Packard Foundation for Children's Health.

In a valuation capacity, Mr. Reed has performed market value appraisals, acquisition due diligence, development scenario analysis, purchase price allocations and feasibility studies. He has extensive knowledge of various product types including office, industrial, multi-residential, lodging, retail and development land. Notable clients served in a valuation capacity include Tyco Electronics, SunTrust Bank, Tishman Speyer Properties, Commerz Bank, and PG&E.

Mr. Reed has worked on a national and international level, with services provided throughout the United States, while also performing real estate valuations within Canada, Mexico, Germany, Austria, Czech Republic, Hungary, England, Ireland, Scotland, Italy, Netherlands, France, Holland, Sweden, Japan, Thailand, China, Indonesia, Malaysia, Singapore, Korea and Brazil.

Mr. Reed is currently working with the Department of the Navy on the former Alameda Naval Air Station and Treasure Island Naval Station.

AFFILIATIONS

- Member of the Certified Commercial Investment Member Institute and has received the CCIM designation from this organization
- Licensed real estate broker in California

EDUCATION

Mr. Reed has a Bachelor of Arts degree in Economics and Political Science from the University of California, Davis.